

To,

National Stock Exchange of India Limited
Manager-Listing
Exchange Plaza,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051
Tel No. 022-2659 8237/38
takeover@nse.co.in

BSE Limited
General manager-DSC
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400 001
Tel No. 022-2272 2039/37/3121
corp.relations@bseindia.com

Dear Sirs,

14th November, 2018

Regulation 30 of SEBI (LODR) Regulations, 2015 read with Schedule III:
Presentation to Analysts / Institutional Investors

Please find herewith the Presentation made to Analysts /Institutional Investors.

A copy of the same is attached for your records.

Thanking you,

For Coffee Day Enterprises Limited



Sadananda Poojary
Company Secretary & Compliance Officer
M. No.: F5223

Investor Communication: Quarter ended 30 Sep 2018

Attachment: Investor Presentation

This investor update covers the Company's performance for the quarter ended Sep 30, 2018.

Contact Info: Mr. Sadananda Poojary
Company Secretary and Compliance Officer
Email/Phone: investors@coffeeday.com/+91 80 4001 2345

Dear Investors,

Season's Greetings. The Board of Directors of the company, at its meeting held today, discussed the potential restructuring of the company's business to segregate the coffee business of the company and its subsidiaries from their non-coffee business. The board has approved the appointment of financial, tax and legal advisors and has provided authority to appoint other advisors, as necessary, in connection with potential restructuring.

Moving on to the highlights of this quarter, am happy to share with you the key highlights of Coffee Day Enterprises Limited (CDEL) results for the quarter ended September 2018.

The consolidated numbers of CDEL for H1FY19 are as follows:

- Net Operating Revenues of Rs 1,946 Cr , a growth of 15 % YoY;
- EBITDA of Rs 422 Cr , a growth of 15% YoY*; and
- PAT of Rs 38 Cr, a growth of 65% YoY*

For Q2FY19, CDEL posted

- Net Operating Revenues of Rs 980 Cr, a growth of 12 % YoY;
- EBITDA of Rs 218 Cr , a growth of 21% YoY*; and
- PAT of Rs 21 Cr, a growth of 162% YoY*

* EBITDA and Net profit after tax for the period Q2FY18 has been restated to exclude exceptional gain amounting to Rs. 53 Cr and Rs. 39 Cr respectively, on account of sale of our equity stake in Global Edge Software Limited

Our flagship Coffee business, CDGL, has once again posted a healthy growth

For H1FY19, CDGL posted:

- Retail Net Revenues of Rs 737 Cr , up 12 % YoY
- EBITDA of Rs 167 Cr, a growth of 13% YoY; and
- PAT of Rs 18.6 Cr vs Rs 18.8 Cr in H1FY18

For Q2FY19, CDGL posted:

- Retail Net Revenues of Rs 372 Cr, up 10 % YoY
- EBITDA of Rs 84 Cr , up 10 % YoY and
- Profit after Tax of Rs 8.2 Cr vs Rs 9 Cr in Q2FY18

Our quarterly performance is result of our sustained efforts by each of our verticals and reflects in our commitment to achieve strong growth.

As of September 2018, our Café network stands at 1,758, spread across 247 cities in India. We added 30 cafes during Q2FY19. We are happy to report that for Q2FY19, our ASPD grew to Rs 15,277 which is a 12 % growth vs. Q2FY18, excluding the GST impact. Our SSSG came in at 11.12 %. This quarter is the 27th consecutive quarter of positive SSSG. The % of café transactions through digital stands at 50 % for Q2FY19.

Our leadership in the Vending Machine segment continues, with the total installations having crossed fifty thousand machines as of September 2018. We added a gross of over 2,608 machines during Q2FY19 taking the total installations to 51,594 machines as of September 2018.

During this quarter, our menu innovations, everyday value concept and unique customer connects is driving new customer acquisitions. Our F&B innovation Centre's latest offering "Totally Worth it Menu" and "Magical Celebrations" cake range have seen a very good initial response among customers. The Uber partnership entered into last quarter will provide us with a new age delivery mechanism to engage with young consumers and will combine our innovative F&B expertise with the technology platform of Uber Eats.

For this quarter, SICAL reported a net revenue of Rs. 361 Cr , up 46 % YoY, while EBITDA came in at Rs. 42 Cr. SICAL Iron Ore Terminals Limited, a subsidiary of SICAL Logistics Limited, has received all the clearances and financial closure for the modification of the existing iron ore terminal to handle common user coal at the Kamarajar Port. The company is in the process of executing this project and will start generating revenues in next few quarters.

Our let-out office space portfolio of 3.46 million square feet yielded a rental income of Rs. 36 Cr for Q2FY19. Our office space absorption is expected to grow on the backdrop of robust demand from IT/ITeS companies in key markets such as Bengaluru. Over the upcoming quarters, a metro station is expected to connect Global Village property in Bengaluru. This will boost the demand for this location and provide faster connectivity to the city center. We expect revenues from Tanglin to cross over Rs. 200 crores in the next 12 months.

We truly believe that our strong relationship with our customers and our value offerings will help us improve our coffee business. Our non- coffee business will continue to expand with our focus being on growth and execution. We remain committed to achieving overall growth in all our companies and enhancing the value of our shareholders.

Sincerely,



V G Siddhartha
Chairman & Managing Director



COFFEE Day




Investor Presentation

Q2FY19 (Jul - Sep 2018)



CDEL: H1FY19 Results Highlights






- Net Operating Revenues at Rs. 1,946 Cr; 15% YoY 
- EBITDA at Rs. 422 Cr; 15% YoY* 
- Net Profit After Tax at Rs. 38 Cr; 65% YoY* 

*EBITDA and Net profit after tax for the period Q2FY18 has been restated to exclude exceptional gain amounting to Rs. 53 Cr and Rs. 39 Cr respectively, on account of sale of our equity stake in Global Edge Software Limited

CDEL: Q2FY19 Results Highlights



- Net Operating Revenues at Rs. 980 Cr; 12% YoY 
- EBITDA at Rs. 218 Cr; 21% YoY* 
- Net Profit After Tax at Rs. 21 Cr ; 162% YoY* 

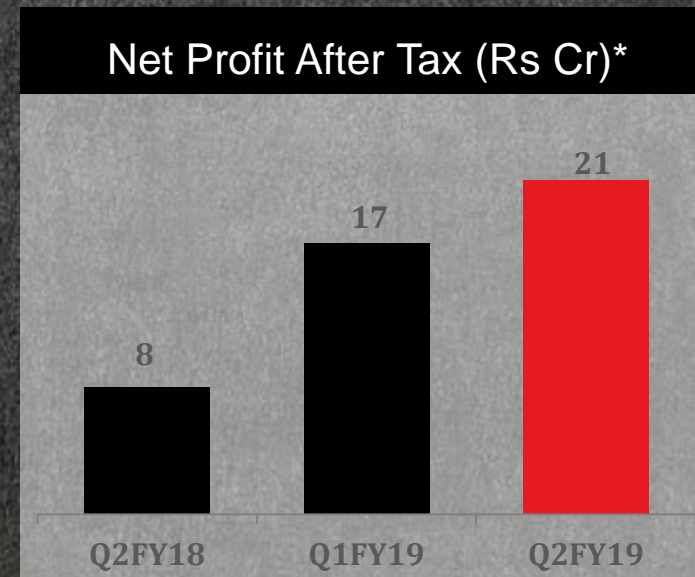
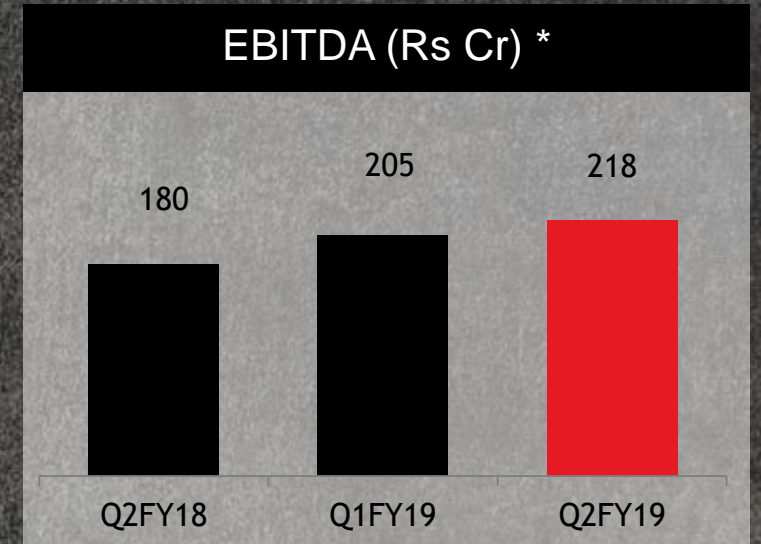
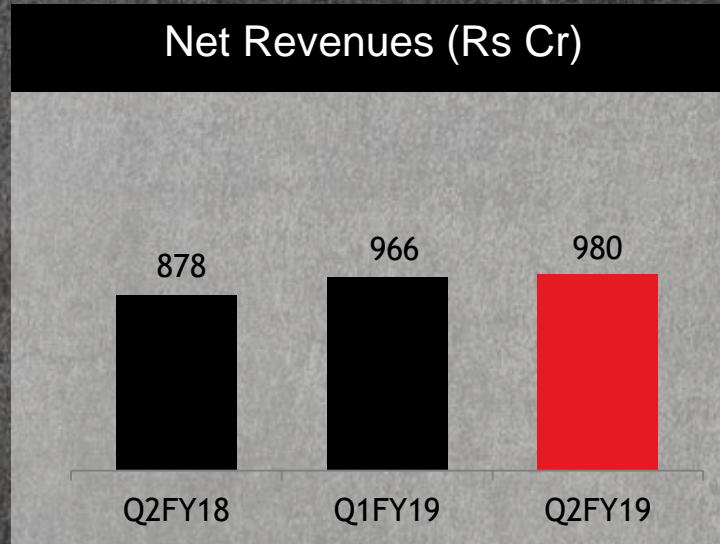
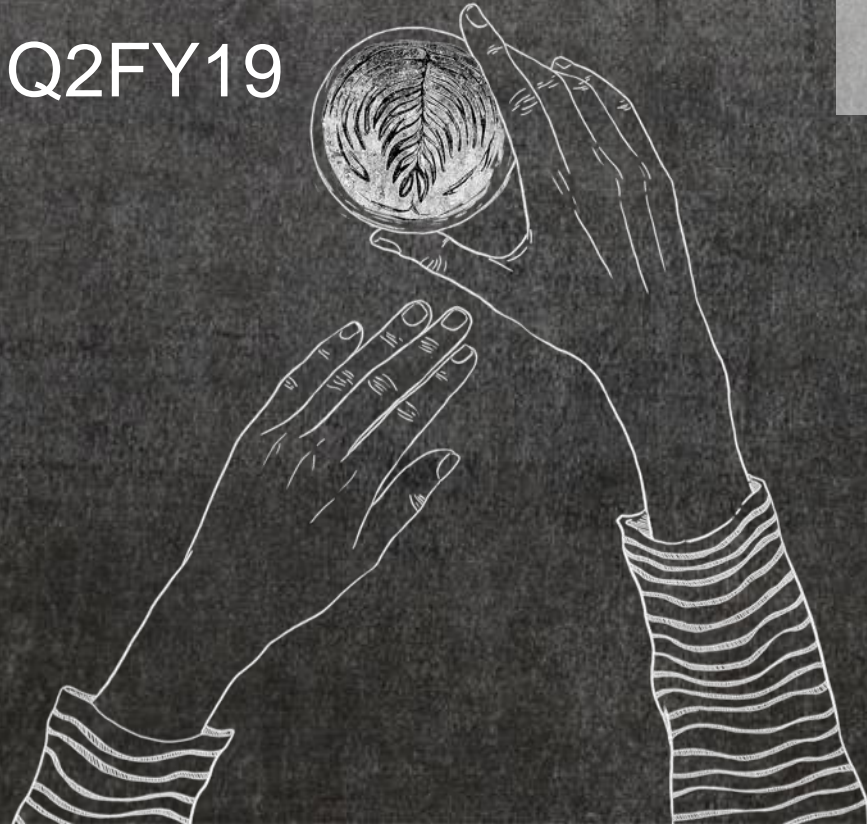
*EBITDA and Net profit after tax for the period Q2FY18 has been restated to exclude exceptional gain amounting to Rs. 53 Cr and Rs. 39 Cr respectively, on account of sale of our equity stake in Global Edge Software Limited

CDEL:

In- principle approval for evaluating potential restructuring of business operations

- The Board of Directors of the company, at its meeting held today, discussed the potential restructuring of the Company's business to segregate the coffee business of the company and its subsidiaries from their non-coffee business (including integrated multimodal logistics, financial services, development and management of commercial space, hospitality services and investment operations)
- The Board has approved the appointment of financial, tax and legal advisors and has provided authority to appoint other advisors, as necessary, in connection with potential restructuring and has asked the senior management to evaluate options for the potential restructuring. Kotak Investment Banking has been appointed as the financial advisor, Cyril Amarchand Mangaldas has been appointed as the legal advisor and Dhruva Advisors LLP has been appointed as the tax advisors to the Company for evaluating the metrics of the potential restructuring. The senior management will, in consultation with the Company's advisors, prepare and present a draft restructuring proposal enumerating options for the Board's consideration in due course
- Please note that currently no decision to undertake any restructuring of the company has been by the board. The Company will make appropriate public disclosures in accordance with the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable laws as and when there is an event requiring disclosure in relation to the potential restructuring

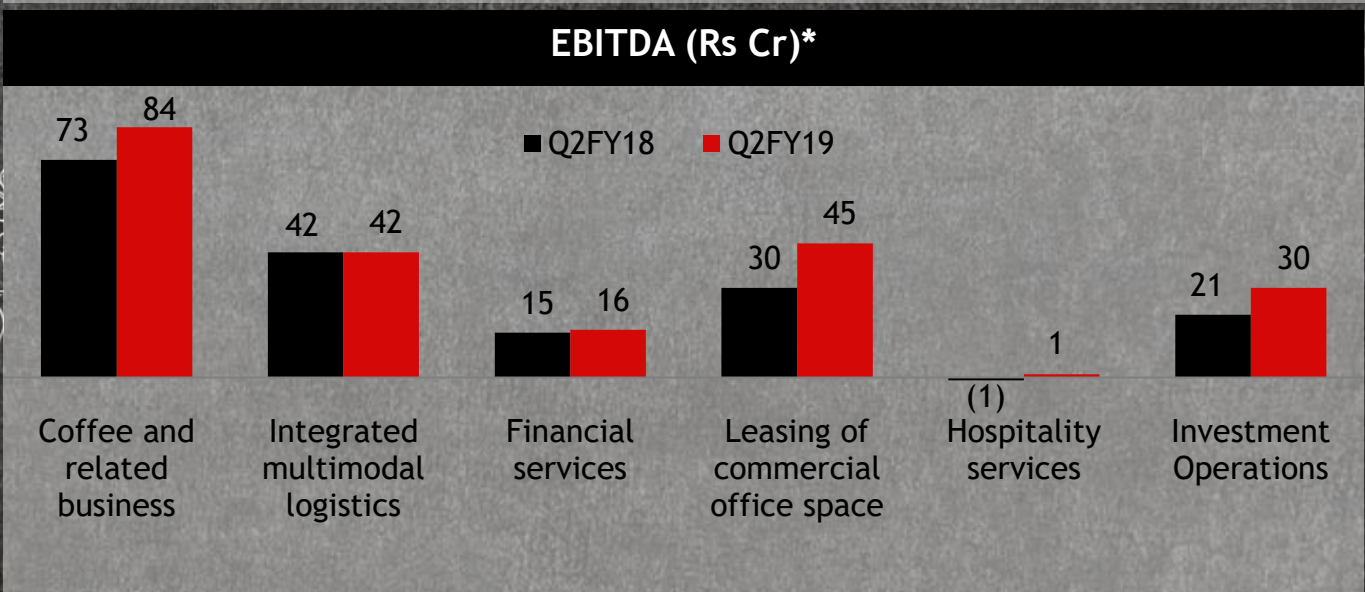
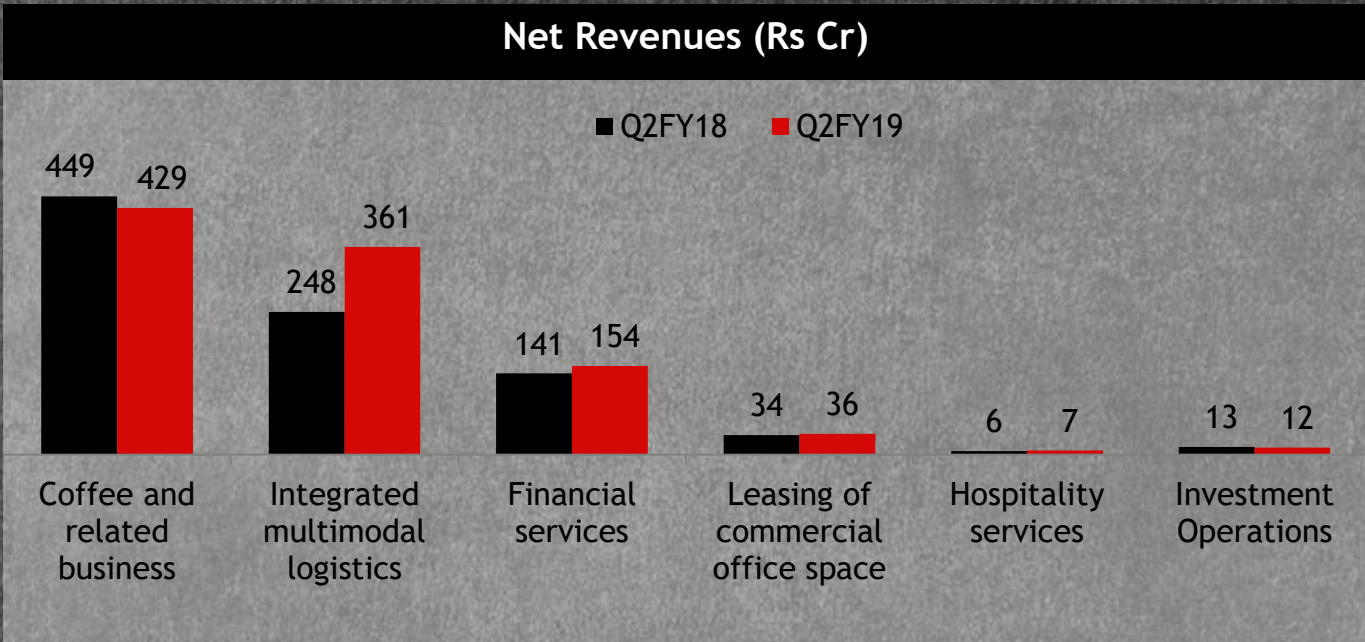
CDEL Financial Performance: Q2FY19



* For the period Q2FY18, EBITDA and Net profit after tax for have been restated to exclude exceptional gain amounting to Rs. 53 Cr and Rs. 39 Cr respectively, on account of sale of our equity stake in Global Edge Software Limited

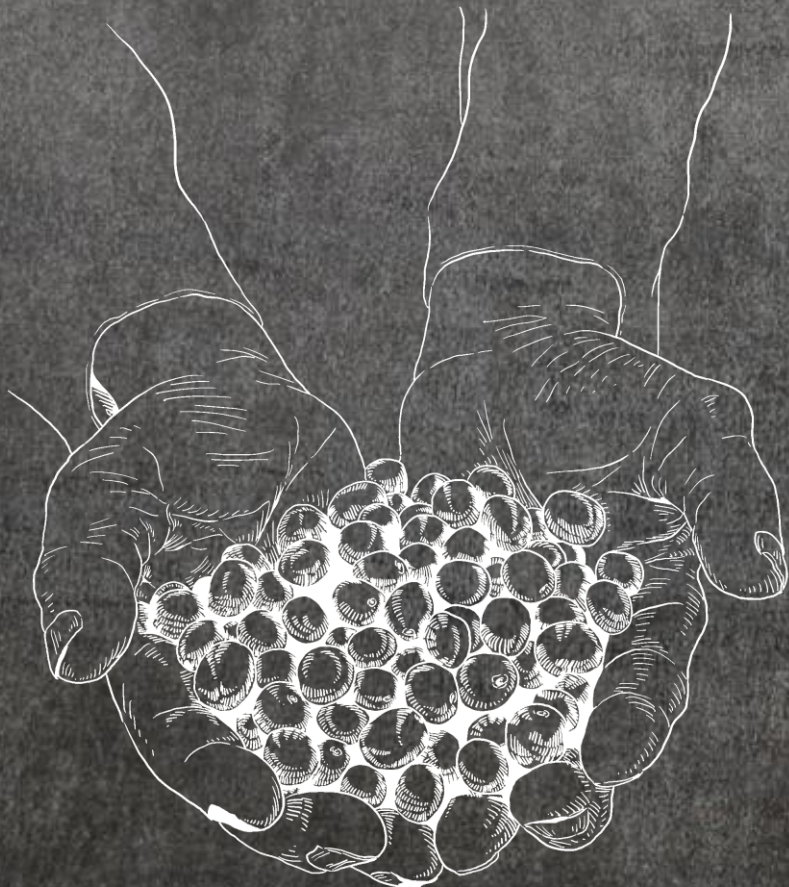
CDEL Segment Results:

Q2FY19 vs. Q2FY18



• For the period Q2FY18, EBITDA of Investment Operations has been restated to exclude exceptional gain amounting to Rs. 53 Cr, on account of sale of our equity stake in Global Edge Software Limited

CDEL: Group Snapshot



Coffee Day Enterprises Limited

<p>Retail - Coffee Day Global (CDGL)</p>	<ul style="list-style-type: none"> • Vertically integrated coffee business • Pioneered the coffee culture in the chained café segment in India • Includes vending business and retailing of coffee products across various formats
<p>Logistics (Sical)</p>	<ul style="list-style-type: none"> • Leading integrated logistics solutions provider in India • Broad portfolio of ports, mining and transportation, surface logistics, supply chain solutions amongst others
<p>Tech Parks and SEZs (Tanglin)</p>	<ul style="list-style-type: none"> • Setup for the development of technology parks & SEZs • Currently developing and operating a technology park in Bengaluru and Mangalore
<p>Financial Services (Way2Wealth)</p>	<ul style="list-style-type: none"> • Retail-focused investment advisory company with pan India branch network • Includes broking & commission businesses, financial product distribution, fund-based activities and quant businesses
<p>Investments (Coffee Day Trading)</p>	<ul style="list-style-type: none"> • Established to provide tech companies with access to capital • Investments in Mindtree Limited, Global Edge Software Limited (exited with minor residual stake), Magnasoft, Ittiam Systems

CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL




Tech Parks & SEZs – Tanglin



CDGL:

H1FY19 Highlights



- Retail Net Revenue at Rs. 737 Cr ; 12% YoY 
- EBITDA at Rs. 167 Cr; 13% YoY 
- Retail EBITDA at Rs. 164 Cr; 13% YoY 
- Net Profit After Tax at Rs. 18.6 Cr vs Rs. 18.8 Cr in H1FY18

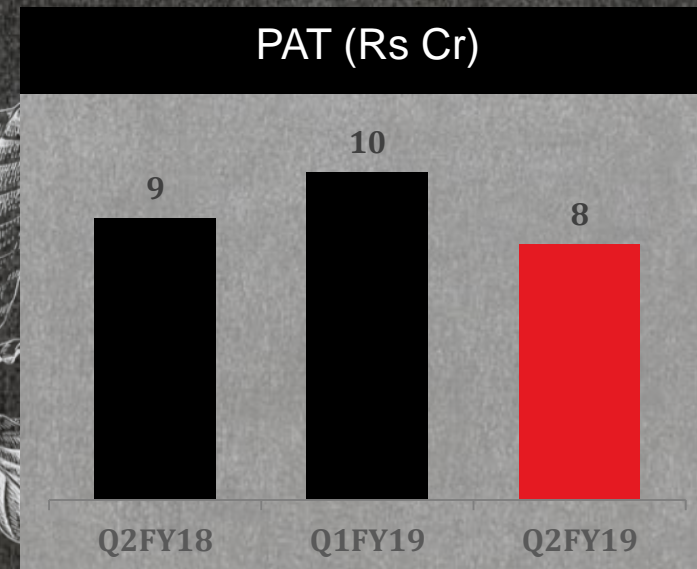
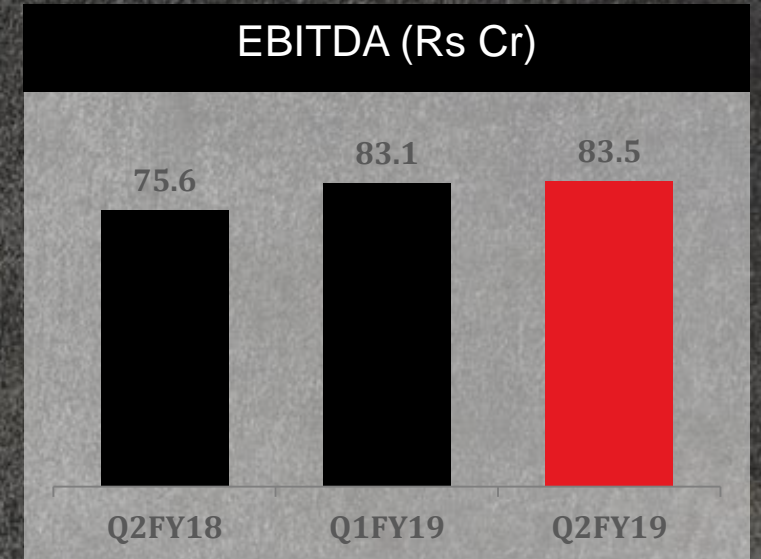
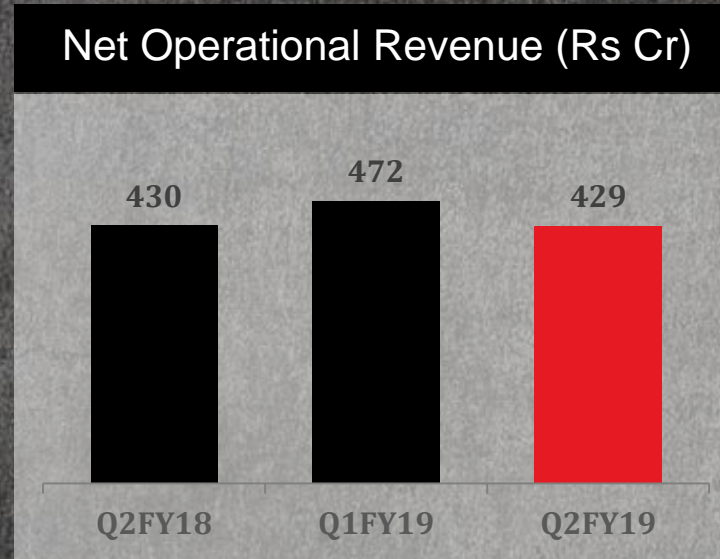
CDGL:

Q2FY19 Highlights

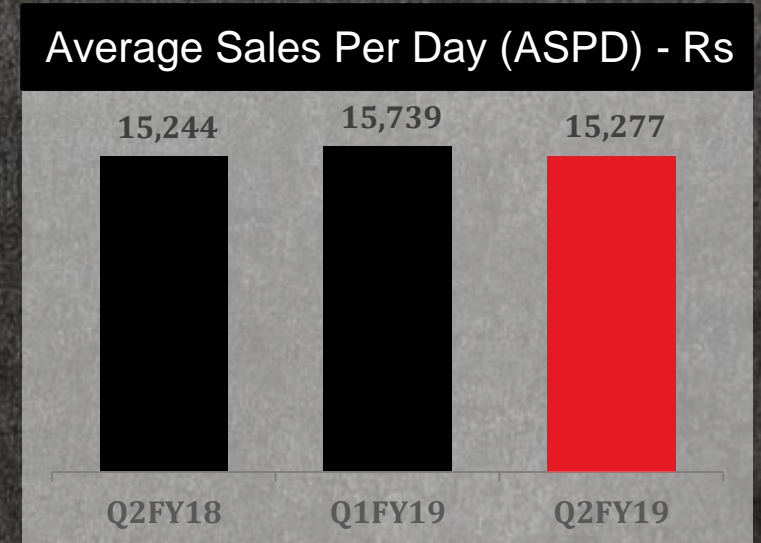
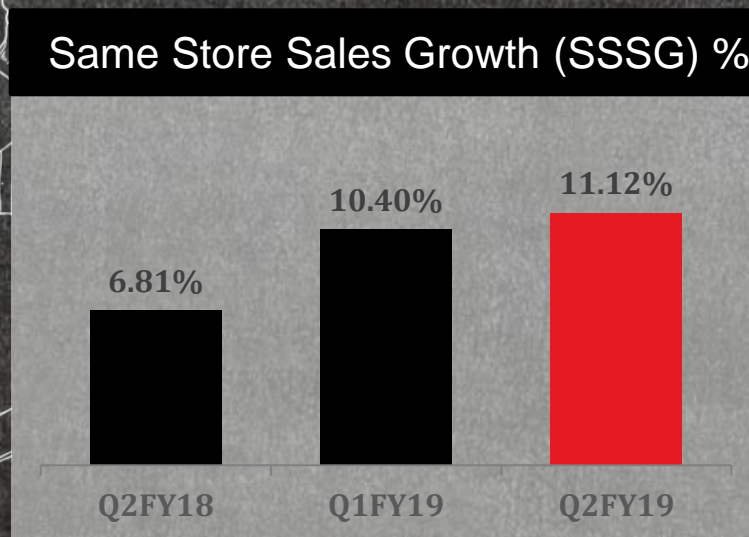
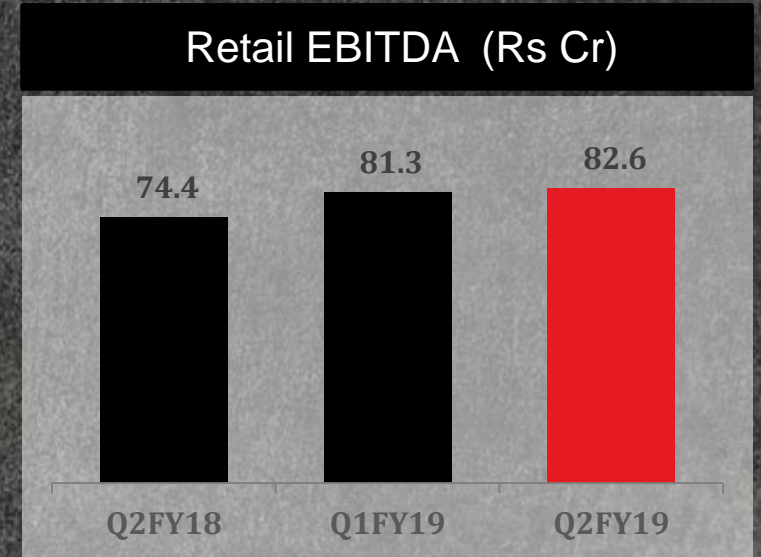
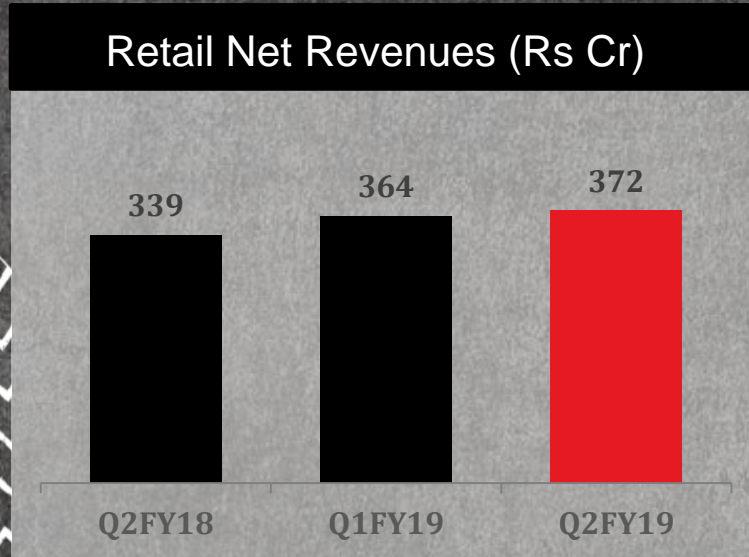


- Retail Net Revenue at Rs. 372 Cr; 10% YoY 
- EBITDA at Rs. 83.5 Cr; 10% YoY 
- Retail EBITDA at Rs. 82.6 Cr; 11% YoY 
- Net Profit After Tax at Rs. 8.2 Cr vs Rs. 9 Cr in Q2FY18

CDGL Financial Performance: Q2FY19



CDGL Retail Metrics: Q2FY19



CDGL:

Continuing Robust Growth With Sustainable Momentum



- Our menu innovations, everyday value concept and unique customer connects is driving new customer acquisitions well for CDGL
- The partnership with Uber combines our robust F&B expertise with the Uber Eats platform, giving us the last-mile connect and a new customer base
- Our mobile application currently offers personalized engagement to over 46 lakh customers

CCD turns 22!

with the nation
joining the
innovative
celebration

Trending at #2 all India for
more than 5 hours

17.8 Million
People Reached

298 Million
Impressions

1545 Comments
Across Social Media

4905 Tweets
in 12 hours

312 Minutes
Total Trending Time

15780 Reactions
Across Social Media

#CCDturns22

Café Coffee Day


**Cappuccino
Flash Party**

22 MINUTES
CAPPUCCINOS @ ₹22!

4:00 PM - 4:22 PM ONLY

WEDNESDAY, JULY 11, 2018

T&Cs Apply

Partnership with Uber Eats

INTRODUCING HOME CRAVINGS!
EVERYDAY GOODNESS HOME DELIVERED.

**HOME
CRAVINGS**
Everyday Goodness 

EXCLUSIVELY ON **UberEats**

Our Promise

-  Homestyle Balance of Oil & Spices
-  High Quality, Fresh Ingredients
-  Highest Standards of Hygiene

Craving a good home-style lunch? We've got you covered. Pick from a range of homestyle curries, roti, chawal, everyday meals, mother's style biryanis & hearty thalis. Finish it off with our classic desi desserts.

Currently serving in Bengaluru.

 **Paneer Biryani**

• EXCLUSIVELY ON UBER EATS • INAUGURAL OFFER: 25% OFF, USE CODE 25HC

The partnership provides us with a new age platform to engage with young consumers

The engagement will combine our robust and innovative F&B expertise, and the technology of Uber Eats

Our first virtual brand “Home Cravings” in home meal space has been launched in Bangalore and the rollout to other cities will happen in a phased manner

Friendship Day

Bringing people
together with
special treats and
making their day
unique



FRIENDSHIP DAY TREAT

FOR YOU AND YOUR BESTIE

PRE-ORDER 2 CAPPUCCINOS + 1 GARLIC BREAD
OR
2 CAFE FRAPPES AT JUST

₹199*



VALID ON
5TH AUGUST, 2018

COFFEE
DAY

CDGL:

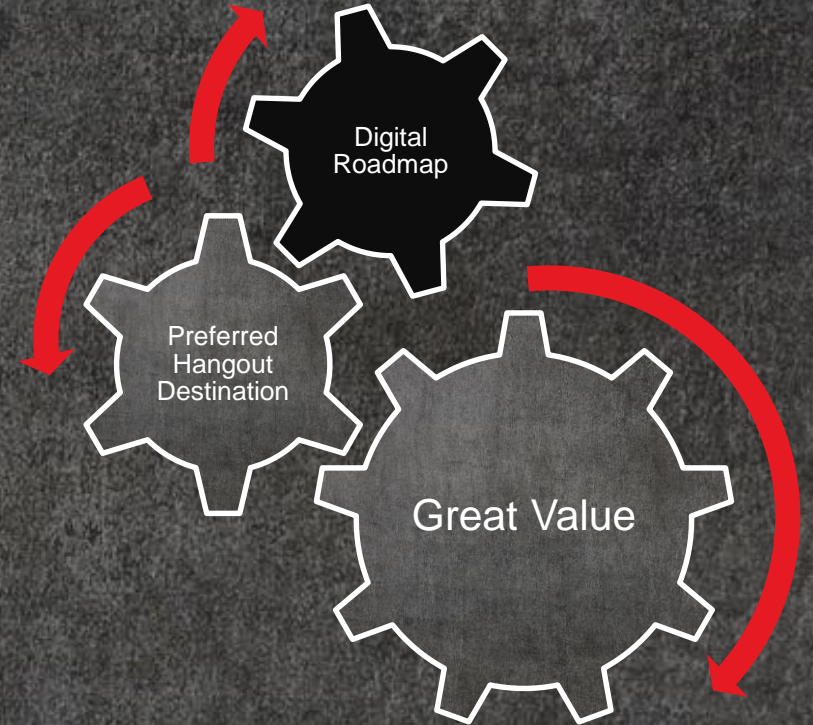
Crossed
50,000 machine
installations



Enhancing Digital Presence:

With Personalized
Engagement Having
Innovative Offerings

46.20 lakhs App Installs



4.1



CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



SICAL:

Overview



- **Integrated Logistics** – Sical offers integrated logistics solutions for both container and bulk cargo
- **Mining and Transportation** – Sical is engaged in surface mining of coal and removal of over burden and transportation
- **Surface Logistics**
 - **Rail** – One of India's largest private sector container train operator with pan India operations. Two terminals at Bangalore and Chennai under implementation
 - **Container Freight Station** – Multiple CFS Facility at Chennai, Tuticorin and Vizag with capacity to handle more than 1,50,000 TEUs. CFS is spread across 3,00,000 sq.m
 - **Road** – Pan India operations; fleet in excess of 1,000+ vehicles consisting of Tankers, Trailers, Tippers, Auto Mobile Carriers and medium size vehicles
- **Supply Chain solutions** – Sical offers supply chain solutions including refrigerated transportation services, cold stores, primary and secondary distribution, warehousing solutions and 3PL services
- **SICAL Iron Ore Terminals Limited**, a subsidiary of SICAL Logistics Limited, has received all the clearances and financial closure for the modification of the existing iron ore terminal to handle common user coal at the Kamarajar Port. The company is in the process of executing this project and will start generating revenues in next few quarters

CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



Tech Parks & SEZs, Tanglin:



- Wholly-owned subsidiary, Tanglin is engaged in the business of developing technology parks in Bengaluru and Mangaluru
- Our technology parks are conceptualized as ‘Global Village’ in Bengaluru, and ‘Tech Bay’ in Mangaluru
- Current let-out office space clocking rent is close to 3.46 mn sq. ft.
 - Anchor tenants, Mindtree and Accenture, currently occupy over 2 mn sq. ft.
- Additional 7.5 lakh sq. ft. is completed and is significantly occupied and the remaining portion will be occupied in next two quarters. Construction for additional 7.5 lakh sq. ft. is in progress
- Over the next 8-12 months, a metro station will expected to get added next to the Global Village property in Bengaluru. This will boost the demand for this location and provide faster connectivity to the city center. We expect revenues to cross over Rs. 200 crores from Tanglin in the next 12 months

Shareholding Pattern:

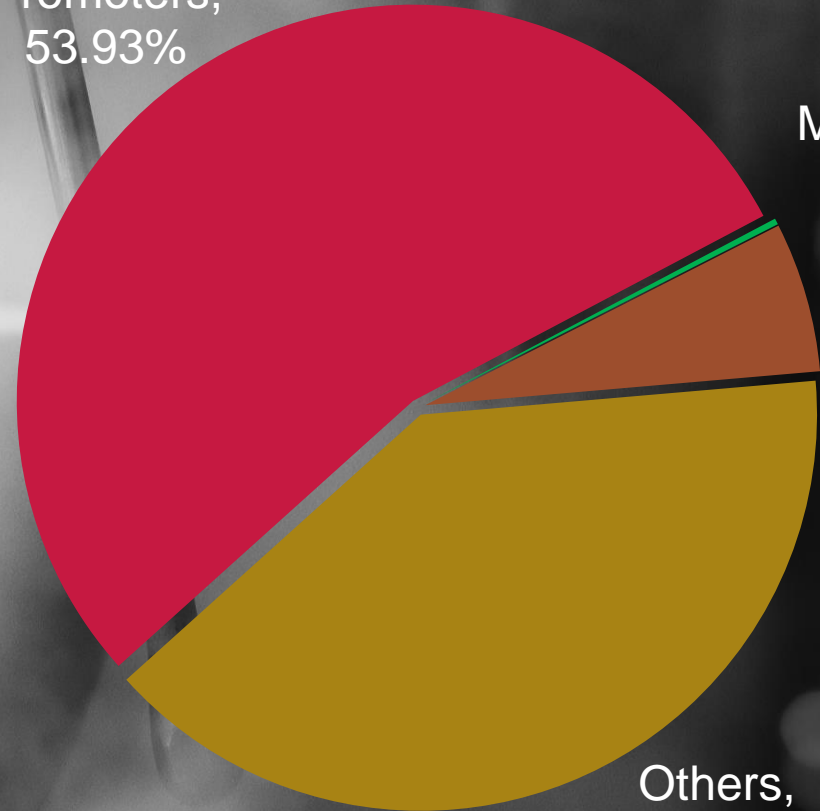
September 30, 2018

Promoters,
53.93%

Mutual Funds,
0.25%

FPIs, 6.12%

Others,
39.70%



Investor Contact:

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CIN:

L55101KA2008PLC046866

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